

Message Text

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ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /025 W

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R 111103Z APR 75

FM AMEMBASSY VIENTIANE

TO SECSTATE WASHDC 3333

UNCLAS VIENTIANE 2547

E.O. 11652: N/A

TAGS: ECON, LA

SUBJECT: WTDR - MANLEY ENTERPRISES INTL.

REFERENCE: USDOC 05134

1. ADDRESS: P.O. BOX 257; 21-25 THAT-LUANG RD., VIENTIANE,
LAOS. CABLE: MANLEY, VIENTIANE. TELEX 305 MNLYVTE LS. PHONE
3256. OFFICER: FRANK W. MANLEY, MANAGING DIRRECTOR.

2. LARGE FIRM ESTABLISHED 1961. EMPLOYS 25, 13 SALES. ACTS AS
IMPORTER, AGENT, AND DISTRIBUTOR OF BUILDING PRODUCTS,
AUTOMOTIVE AIRCONDITIONING, CABLE AND WIRE, PASSENGER CARS,
TELEPHONE EQUIPMENT, PUMPS AND PUMPING EQUIPMENT, PHOTO
PRODUCTS, TRUCKS, TRACTORS, MOTOR GRADERS, DIESEL ENGINES
AND GENERATORS. ALSO ACTS AS AIRLINE AND STEAMSHIP AGENT,
INSURANCE BROKER.; AND TOURS AND TRAVEL AGENT. PROVIDES SALES
AND SERVICES IN LAOS.

3. FINANCIAL REFERENCES: BANQUE DE L'INDOCHINE, VIENTIANE,
LAOS.

4. MAJOR FOREIGN FIRMS REPRESENTED: JOHNS MANVILLE,USA, BUILDING

PRODUCTS, AGENCY ACQUIRED IN 1970; FRIGIQUIP, USA, VEHICLE AIR
CONDITIONERS, AGENCY ACQUIRED IN 1972; PHELPS DODGE, USA, CABLE
AND WIRE, AGENCY ACQUIRED IN 1971; GENERAL MOTORS, USA, PASSENGER
CARS, AGENCY ACQUIRED IN 1970; INTERNATIONAL TELEPHONE AND TELEGRAPH
CO, USA, TELEPHONE EQUIPMENT, AGENCY ACQUIRED IN 1965; MARLOW, USA,

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PUMPS AND PUMPING EQUIPMENT, AGENCY ACQUIRED IN 1973; KODAK,

SINGAPORE, PHOTO PRODUCTS, AGENCY ACQUIRED IN 1961; INTERNATIONAL HARVESTER EXPORT CO., USA, TRUCKS AND TRACTORS, AGENCY ACQUIRED IN 1964; GALION IRON, USA, GRADERS AND ROLLERS, AGENCY ACQUIRED IN 1964; CUMMINS, USA, DIESEL ENGINES AND GENERATORS, AGENCY ACQUIRED IN 1970; PAN AMERICAN WORLD AIRWAYS, USA, PASSENGERS AND FREIGHT, AGENCY ACQUIRED IN 1969; SINGAPORE INT'L AIRLINES, SINGAPORE, PASSENGERS AND FREIGHT, AGENCY ACQUIRED IN 1972; AMERICAN PRESIDENT LINES, USA STEAMSHIP AND FREIGHT, AGENCY ACQUIRED IN 1961.

5. ONE OF THE LEADING AMERICAN CONCERNS IN LAOS HANDLING A LARGE VARIETY OF LINES AS LISTED. OFFICER IS EXPERIENCED BUSINESSMAN AND IS WELL RESPECTED IN THE LOCAL BUSINESS COMMUNITY. BANKING SOURCE STATED FINANCES ARE SOUND, OBLIGATIONS MET PROMPTLY. FIRM HAS AN EXCELLENT REPUTATION AND IS HIGHLY RECOMMENDED AS A SUITABLE TRADE CONTACT.

6. DATE OF INFO: 4/75.
WHITEHOUSE

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